

Roger Houston - A Plus Merchandise  
Kevin UKarlan - franchise owner

**R. J. REYNOLDS**

Joe - Manager TOBACCO COMPANY

Audrey

ROM	T&Q	REP
1224		
1225		
1226	✓	2,13,15
1229		
1230	✓	4,9,11,12,14,15,16
PTC	SAM	
ROM	PA	SC
RM	PC	MC
1240	1242	SAM

J. A. MORRIS  
Senior Chain Accounts Manager  
Philadelphia Chain Accounts  
4601 West Chester Pike  
Newtown Square, PA 19073  
Phone: 215-353-8666  
FAX: 215-359-1576

January 13, 1994

TO: Region Managers  
Division Managers  
RJR Sales Representatives with Sunoco/APlus/Atlantic Responsibility  
(CID Nos. 1335-05-01, 02, 03, 04 and 1335-02-01, 02, 03, 04)  
(CID Nos. 0362-02-01, 02, 03 and 0362-01-01, 02, 03)  
(CID No. 0362-04-00)

SUBJECT: *1994 Contract Agreement*

Ladies and Gentlemen:

Sun Company (Sunoco) has accepted our 1994 base contract for all corporate and franchise locations. Corporate locations - base contract is mandatory. Franchise locations should be presented to individual franchise owners.

Also, Doral Savings Center Floor Display has been accepted and should be presented to local Sunoco division managers for final approval. For franchise locations, presentation should be made to owner for final approval.

#### Volume Information

Weekly corporate volumes will be supplied by McLane Headquarters and this information will be updated and supplied to you. Franchise locations, volume update will need to be handled at store level.

#### Contract/SIS

Information for corporate and franchise locations should be entered at division level via 7101 form, effective date, 1/1/94. Contract Plan: Base and Doral Savings Center contract, if accepted.

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Page Two  
Sunoco/APlus/Atlantic 1994 Contracts  
January 13, 1994

RJR Managers calling on local Sunoco/APlus/Atlantic division offices should discuss our 1994 contracts. Also, our value added program has been accepted for 1994.

Thank you for your cooperation and assistance with these chains.

Warm regards,

*Jim*

J. A. Morris

JAM:des  
Attachments

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SUN COMPANY/R.J. REYNOLDS TOBACCO  
1994 PERMANENT PACKAGE CONTRACT  
DISPLAYS AGREEMENT

PROGRAM ELEMENTS:

- R. J. REYNOLDS FULL PRICE PERMANENT PACK DISPLAY NO. 1 ✓  
CASH REGISTER IN PRIME LOCATION.
- R. J. REYNOLDS SAVING BRAND PERMANENT PACK DISPLAY ✓  
(DORAL & MONARCH).
  - LOCATIONS WITH CIMARRON FLOOR UNIT/DISPLAY ✓  
DORAL/MONARCH SELF-SERVICE ON 3RD & 4TH PACKAGE  
SHELF, NO LESS THAN 24 FACING.
  - LOCATIONS WITHOUT CIMARRON FLOOR UNIT/DISPLAY ✓  
DORAL/MONARCH SELF-SERVICE ON PERMANENT  
COUNTER DISPLAY. NO LESS THAN 24 FACING.
- R. J. REYNOLDS OVERHEAD FIXTURE IS MANDATORY

<u>PAYMENT SCHEDULE</u>	<u>INTRODUCTORY WEEKLY VOLUME</u>				
*RJR BASE CONTRACT MONTHLY PAYMENT	76-99	100-149	150-199	200-249	250+

\*BASE PARTICIPATION IS ACHIEVED WHEN ALL COMPONENTS ARE  
ACCEPTED AND MAINTAINED.

Just submit 7101 - NO contract

### Distribution for Sunoco/APlus/Atlantic

R. A. Ridge	1124
T. J. Fitzin	1126
A. P. Scott	1128
G. A. Ritsert	1130
D. W. Keaney	1136
F. L. Maney	1225
J. A. Miller	1226
G. B. Brown	1230
P. J. Gilotty	1324
D. L. James	1326
F. V. Natale	1327
R. L. VanSickle	1332
F. J. DeJong	1334
Stefan Majer	1340
F. J. Iaconnetti	1522
L.M. O'Connor	1523
M. A. Belniak	1524
R.F. Segelske	1527
G. R. Deschenes	1528
G. M. Richardson	1530
R. R. Steele	1622
T. J. Sullivan	1623
C. M. Uffindell	1624
T. A. McMahon	1626
B. A. Cook	1642
D. A. Qualkinbush	1632
J. F. Abrahamson	1728
D. G. Dillard	1730
N. R. Wagner	1732
J. S. Rumberger	1736
M. J. Hammond	1738
A. N. McLaughlin	1740
D. M. Comer	2922
C. A. Crouch	2924
J. C. Crouch	2926
K. E. Staudacher	6724
W. J. Green	6728
M. D. Hancz	6730
D. M. Palmer	6732
F. M. Decker	6734
D. K. Rhodes	6737
T. M. Soltys	6740

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## **RJR 1ST QUARTER PROMOTIONS**

### **JANUARY**

**WINSTON SELECT BUY 2 GET 1 FREE**

**MONARCH MENTHOL LITE BOX  
INTRODUCTION**

### **FEBRUARY**

**CAMEL - CAMEL COLLECTORS PACK**

**DORAL BUY 1 GET 1 FREE**

### **MARCH**

**CAMEL BUY 2 GET 1 FREE**

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